

Category	Vendor	Included in review?	Reason(s) for inclusion/exclusion	Comments/Info
Application Service Provider/Hosted Service/Service Bureau - software runs on the vendor's site				
Concur Expense Service	Concur/Captura	YES	<ul style="list-style-type: none"> Has largest customer base of companies in the hosted service and/or stand alone application vendor categories based on web site information and Gartner report Provides both hosted service and stand alone application which facilitates reviewing of both options from one vendor Application provides functionality common to expense management software in this category 	<ul style="list-style-type: none"> Platform: Web based application # of Customers: 1,200 Years in oper.: 12
ExpensSite	Databasics	NO	<ul style="list-style-type: none"> Has fewer customers than Concur or Gelco products Doesn't add any additional and/or missing functionality not present in the Concur or Gelco products 	<ul style="list-style-type: none"> Platform: Web based application # of Customers: 100+ Years in oper.: 8 Does handle per diem
bizTE	Gekima	NO	<ul style="list-style-type: none"> Not listed in Gartner report so assumed less than 3 years experience in expense management market Limited information on web site Doesn't add any additional and/or missing functionality not present in the Concur or Gelco products 	<ul style="list-style-type: none"> Platform: Web based application # of Customers: ? Years in oper.: ? Limited info on web site

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Expense Management for Public Sector	Gelco	YES	<ul style="list-style-type: none"> Has 2nd largest customer base of companies in the hosted service and/or stand alone application vendor categories based on web site information and Gartner report Provides both hosted service and stand alone application which facilitates reviewing of both options from one vendor Application provides functionality common to expense management software in this category 	<ul style="list-style-type: none"> Platform: Web based application # of Customers: % of 1,200 Years in oper.: 111 Partner with SAP Section 508 compliant Boeing as customer Used my AMS
Global Expense Reporting Solutions (GERS)	IBM	NO	<ul style="list-style-type: none"> Represents a web server based application Provides both hosted service and stand alone application which facilitates reviewing of both options from one vendor Application provides functionality common to expense management software in this category 	<ul style="list-style-type: none"> Platform: Web based application (Java) # of Customers: ? Years in oper.: 20 State of California as customer
LiquidTrex	Liquid Apps Inc.	NO	<ul style="list-style-type: none"> Largest base system only handles 300 users Doesn't add any additional and/or missing functionality not present in the Concur or Gelco products 	<ul style="list-style-type: none"> Platform: Web based application # of Customers: ? Years in oper.: 5 Spreadsheet entry Largest base system only handles 300 users

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MobileXpense	MobileXpense	NO	<ul style="list-style-type: none"> Listed as "most appropriate for midsize European enterprises" in Gartner report No customer base listed in Gartner report or on web site Limited information on web site Doesn't add any additional and/or missing functionality not present in the Concur or Gelco products 	<ul style="list-style-type: none"> Platform: Web based application # of Customers: ? Years in oper.: ? Limited info on web site
Necho Expense	Necho Systems	NO	<ul style="list-style-type: none"> Has fewer customers than Concur or Gelco products Doesn't add any additional and/or missing functionality not present in the Concur or Gelco products 	<ul style="list-style-type: none"> Platform: Web based application # of Customers: 300 Years in oper.: ? 7/11 as customer
Vinnet, Cliqbook	Outtask	NO	<ul style="list-style-type: none"> Has fewer customers than Concur or Gelco products Doesn't add any additional and/or missing functionality not present in the Concur or Gelco products Listed only as "Promising" in Gartner report ("Promising": not fully evolved or matured) 	<ul style="list-style-type: none"> Platform: Web based application # of Customers: 180 Years in oper.: 10
ExpenseVisor	PayService	NO	<ul style="list-style-type: none"> Not listed in Gartner report and only has 3 years experience in expense management market Limited information on web site Doesn't add any additional and/or missing functionality not present in the Concur or Gelco products 	<ul style="list-style-type: none"> Platform: Web based application # of Customers: ? Years in oper.: 3 Limited info on web site
Best-of-Breed off the shelf application - software runs on our site with our server				

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Concur Expense Service	Concur/Captura	YES	<ul style="list-style-type: none"> Has largest customer base of companies in the hosted service and/or stand alone application vendor categories based on web site information and Gartner report Provides both hosted service and stand alone application which facilitates reviewing of both options from one vendor Application provides functionality common to expense management software in this category 	<ul style="list-style-type: none"> Platform: Web based application # of Customers: 500 Years in oper.: 12
ExpensSite	Databasics	NO	<ul style="list-style-type: none"> Not listed in Gartner report so assumed less than 3 years experience in expense management market Has fewer customers than Concur or Gelco products Doesn't add any additional and/or missing functionality not present in the Concur or Gelco products 	<ul style="list-style-type: none"> Platform: Web based application # of Customers: 100+ Years in oper.: 8 Does handle per diem
Expense Management for Public Sector	Gelco	YES	<ul style="list-style-type: none"> Has 2nd largest customer base of companies in the hosted service and/or stand alone application vendor categories based on web site information and Gartner report Provides both hosted service and stand alone application which facilitates reviewing of both options from one vendor Application provides functionality common to expense management software in this category 	<ul style="list-style-type: none"> Platform: Web based application # of Customers: % of 1,200 Years in oper.: 111 Partner with SAP Section 508 compliant Boeing as customer

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Global Expense Reporting Solutions (GERS)	IBM	NO	<ul style="list-style-type: none"> Represents a web based application Provides both hosted service and stand alone application which facilitates reviewing of both options from one vendor Application provides functionality common to expense management software in this category 	<ul style="list-style-type: none"> Platform: Web based application (Java) # of Customers: ? Years in oper.: 20 State of California as customer
Expense Manager	Verian Technologies	NO	<ul style="list-style-type: none"> Not listed in Gartner report so assumed less than 3 years experience in expense management market Doesn't add any additional and/or missing functionality not present in the Concur or Gelco products 	<ul style="list-style-type: none"> Platform: Web based application # of Customers: ? Years in oper.: 6 Uses ODBC as interface Boeing as customer
Expense Reports Pro	Zoom Systems, Inc.	NO	<ul style="list-style-type: none"> Not listed in Gartner report so assumed less than 3 years experience in expense management market Doesn't add any additional and/or missing functionality not present in the Concur or Gelco products 	<ul style="list-style-type: none"> Platform: Windows "thick" client # of Customers: 1000+ Years in oper.: 8 Started as shareware product Lucent and US army as customers
Build the application with OFM staff				
Travel Voucher and Expense Management System	OFM	YES		
ERP solution				
mySAP ERP Corporate Services: SAP Travel Management	SAP	YES	<ul style="list-style-type: none"> Per Dennis – included because part of the ERP package is being implement by DOP Representative of ERP solutions in functionality provided and dependencies surrounding implementation 	<ul style="list-style-type: none"> Platform: Web based and "thick" client application # of Customers: ? Years in oper.: 33 Currently used by DOP

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PeopleSoft Enterprise Expense Management	Oracle/PeopleSoft	NO	<ul style="list-style-type: none"> Per Dennis – only need to consider one ERP solution (SAP) as representative of the functionality provided and dependencies surrounding implementation 	<ul style="list-style-type: none"> Platform: Windows “thick” client? # of Customers: ? Years in oper.: ? Spreadsheet user interface
Ariba Travel and Expense/Spend Management Solutions	Ariba	NO	<ul style="list-style-type: none"> Per Dennis – only need to consider one ERP solution (SAP) as representative of the functionality provided and dependencies surrounding implementation Listed only as “Promising” in Gartner report (“Promising”: not fully evolved or matured) 	<ul style="list-style-type: none"> Platform: Web based application # of Customers: 100 Years in oper.: ? Offers offline functionality Appears to require other Ariba products Customers include HP and Cisco Can be implemented as a stand-alone application
GEAC Expense Management	Geac/Extensity	NO	<ul style="list-style-type: none"> Per Dennis – only need to consider one ERP solution (SAP) as representative of the functionality provided and dependencies surrounding implementation Potential issues in Alaska installation 	<ul style="list-style-type: none"> Platform: Web based application # of Customers: 400 Years in oper.: ? Can run stand alone Customers include Office Depot Was Dun & Bradstreet Software (DBS) until Oct. 1996
Financials/Expense Management	Lawson Software	NO	<ul style="list-style-type: none"> Per Dennis – only need to consider one ERP solution (SAP) as representative of the functionality provided and dependencies surrounding implementation Listed but not rated in Gartner study Limited customer base 	<ul style="list-style-type: none"> Platform: Web based application # of Customers: 12 Years in oper.: 10 Java based application BECU as customer Need to purchase human resources suite
Hire a consultant firm to build the application				

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	Unknown	NO	<ul style="list-style-type: none"> Per Dennis – do not have to evaluate Assumed to be a cost prohibitive option given the functionality of existing vendors offerings and OFM staff's current experience and knowledge of travel management specific to the State of Washington relative to a "make or buy" decision 	
References:				
Expense Management Vendors:				
Ariba				
Concur Technologies				
Databasics				
Geac				
gekima				
gelco				
IBM				
Lawson				
Liquid Apps Inc.				
MobileXpense				
Necho				
Oracle/PeopleSoft				
Outtask				
PayService				
SAP				
Verian Technologies				
Zoom Systems, Inc.				
Expense Management Vendor Listings:				
business.com				
Computerworld				
eWeek				

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Forbes.com				
Government Enterprise				
theSoftwareNetwork.com				
Expense Management Vendor Reports:				
MarketScope: Expense Management Software; Gartner - James Holincheck; February 24,2004; ID Number: M-20-7397				
Best Practices in Expense Management Automation - A Covert Cost-Saving Opportunity; Abridged Report for Necho Systems Corp; Aberdeen Group; January 2003				
Possible evaluation/inclusion criteria:				
Architecture - Fits with current hardware and software (Windows based servers; SQL Server; IIS; IE Browser; .NET)				
Years in business				
Number of customers				
Cost				
Functionality				
Ability to allow centralized control through OFM				
Configurable for differing agency business/processing rules				
Software/Service upgrade path				
Ability to license source code				